

Message Text

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ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 /018 W

-----010319Z 012077 /15

R 312033Z MAY 77

FM AMEMOASSY MANAGUA

TO USDOC WASHDC

INFO SECSTATE WASHDC 3334

UNCLAS MANAGUA 2549

E.O. 11652: N/A

TAGS: BEXP, PINR, NU

SUBJECT: WTDR/FTI COMERCIAL INTERNACIONAL S.A.

REF: USDOC 06970

1. NICARAGUA 2. COUNTRY CODE: 219 3. SERIAL NO.: 0005300
4. COMERCIAL INTERNACIONAL S.A. (CISA)
4A. CODE: 4B. CODE: A 4C. CODE: X
5. APARTADO POSTAL 736; KM 6 1/2 CARRETERA NORTE
6. MANAGUA, NICARAGUA
7. ESTABLISHED: 1952 8. EMPLOYEES: 50
9. SIZE: (19-X) LARGE 10. REPUTATION: (22-X) EXCELLENT
11. SALES AREA: NICARAGUA, U.S., EUROPE
12. REPORT DATE: 05/77
13A. 01790/4 EXPORTER OF GREEN COFFEE
13B. 28700/1235 IMPORTER, RETAILER, AGENT AND DISTRIBUTOR OF
AGRICULTURAL CHEMICALS, INCLUDING FERTILIZERS, INSECTICIDES,
UNGICIDES.
13C. 28349/135 IMPORTER, RETAILER AND DISTRIBUTOR OF PHARMACEU-
TICAL PREPARATIONS FOR VETERINARY USE.
13D. 35238/235 IMPORTER, AGENT AND DISTRIBUTOR OF LIGHT
AGRICULTURAL MACHINERY.
14. CONTACT MR. DUILIO BALTODANO P. TITLE: PRESIDENT
15. CABLE: CISA 16. TELEM: 1007/1356 17. PHONE: 3260 TO 3269
18. FINANCIAL REFERENCES: WELLS FARGO BANK INTERNATIONAL, NEL
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YORK CITY; MARINE MIDLAND BANK, NEW YORK CITY; BANCO DE AMERICA,
APARTADO POSTAL 285, MANAGUA, NICARAGUA.

19. TRADE REFERENCES: SAME AS ITEM 20 BELOW.

20. FOREIGN FIRMS REPRESENTED: AMERICAN BREEDERS SERVICE, DE
FOREST, WISCONSIN; ASGROW INTERNATIONAL CORPORATION, KALAMAZOO,
MICHIGAN; ICED, 100 WALL STREET, NEW YORK CITY; MAPA MUNDI INTER-
NATIONAL, INC., SOUTH HAVEN,; .8:#8&-; FOLGER COFFEE COMPANY,

KANSAS CITY, MISSOURI; CIBA GEIGY, BASEL, SWITZERLAND; UNIE VAN UNIE VAN KUNSTMESTSAFABRIEKEN, UTRECH, HOLLAND.

21. FIRM IS THE LARGEST SINGLE EXPORTER OF GREEN COFFEE IN NICARAGUA (220,000 DWS. CURRENT SEASON), AND ONE OF THE LARGEST IMPORTERS AND DISTRIBUTORS OF AGROCHEMICALS. IT IS ALSO ONE OF THE LEADING IMPORTERS AND DISTRIBUTORS OF VETERINARY PRODUCTS AND LIGHT AGRICULTURAL MACHINERY. COMMERCIAL INTERNACIONAL, S.A., IS THE HOLDING COMPANY FOR THE FOLLOWING CORPORATIONS: MAQUINARIA AGROINTERNACIONAL, S.A., DISTRIBUTOR OF SPANISH AGRICULTURAL TRACTORS (EBRO), AGRICULTURAL SPRAYERS, AND LIGHT AGRICULTURAL MACHINERY; AUTOMOTO INTERNACIONAL, S.A. DISTRIBUTORS OF SAAB AUTOMOBILES FROM SWEDEN, AUTOBIANCHI AUTOMOBILES FROM ITALY, AND INDIAN MOTORCYCLES; CENTROAMERICANA INDUSTRIAL, S.A., REPRESENTATIVES AND SALES AGENTS HANDLING AGROCHEMICALS AND COTTON EXPORTERS; CHINANDEGA COMERCIAL, S.A., LOCAL DISTRIBUTOR OF ALL THE PRODUCTS IMPORTED BY THE DIFFERENT CORPORATIONS OF THE GROUP AND A BUYER OF COTTON; COMERCIAL DE OCCIDENTE, S.A. LOCAL DISTRIBUTOR OF ALL THE PRODUCTS IMPORTED BY THE DIFFERENT CORPORATIONS OF THE GROUP; COMERCIAL DEL NORTE, S.A., LOCAL DISTRIBUTORS OF ALL THE PRODUCTS IMPORTED BY THE DIFFERENT COPORATIONS OF THE GROUP AND BUYERS OF GREEN COFFEE; AND BENEFICIOS UNIDOS, S.A., PROCESSORS AND BUYERS OF GREEN COFFEE. THE PRESIDENT OF THE FIRM AND PRINCIPAL STOCKHOLDER, MR. DUILIO BALTODANO P., IS ONE OF THE LEADING BUSINESSMEN IN NICARAGUA. HE IS ALSO THE SECRETARY OF THE BOARD OF DIRECTORS OF THE BANCO DE AMERICA, (THE LARGEST PRIVATE COMMERCIAL BANK IN NICARAGUA) AS WELL AS A LEADING STOCKHOLDER. OTHER STOCKHOLDERS OF COMERCIAL INTERNACIONAL, S.A., INCLUDE MEMBERS OF THE PELLAS FAMILY, A WEALTHY AND PROMINENT FAMILY WHICH CONTROLS

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THE BANCO DE AMERICA AS WELL AS THE NICARAGUA SUGAR STATES, LTD., THE LARGEST SINGLE SUGAR MILL IN CENTRAL AMERICA. MR. DUILIO BALTODANO IS ALSO THE PRESIDENT OF CAFE SOLUBLE, S.A., MANUFACTURERS OF SOLUBLE COFFEE. TWO OF HIS SONS, MR. DUILIO JOSE BALTODANO C., AND MR. JOSE ANTONIO BALTODANO C., ARE MANAGERS OF THE AGROCHEMICAL DIVISION AND OF THE COFFEE DIVISION, RESPECTIVELY, OF COMERCIAL INTERNACIONAL, S.A. THE ANNUAL VOLUME OF CISA'S EXPORTS IS REPORTED AS US\$70 MILLION. THE CORPORATION'S SALES ABILITY IS EXCELLENT AND IT ENJOYS A FAVORABLE REPUTATION AND GOOD CONNECTIONS IN LOCAL AGRICULTURAL CIRCLES. BESIDES THE AFFILIATED COMPANIES BASED IN THE PRINCIPAL TRADING CENTERS OF NICARAGUA, COMERCIAL INTERNACIONAL HAS FOUR AGENCIES IN DIFFERENT TOWN. LOCAL BANKS AND TRADE SOURCES REPORT THAT FIRM ENJOYS AN EXCELLENT REPUTATION AND THAT IT MEETS ITS OBLIGATIONS PROMPTLY. NO INFORMATION IS AVAILABLE ON THE FIRM'S CAPITAL BUT IT IS CONSIDERED TO BE VERY LARGE. FIRM IS RECOMMENDED AS A FAVORABLE TRADE CONTACT FOR INTERESTED U.S. CONCERNS.

22. PREPARED BY:JMSIERO APPROVEDBY: JPFRRERES
AT: U.S. EMBASSY, MANAGUA

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TRADE OPPORTUNITY REPORTS
Control Number: n/a
Copy: SINGLE
Sent Date: 31-May-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977MANAGU02549
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
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Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770194-0245
Format: TEL
From: MANAGUA
Handling Restrictions: n/a
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ISecure: 1
Legacy Key: link1977/newtext/t1977053/aaaaacbr.tel
Line Count: 117
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Original Classification: UNCLASSIFIED
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Original Previous Classification: n/a
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Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2414014
Secure: OPEN
Status: NATIVE
Subject: WTD/FTI COMERCIAL INTERNACIONAL S.A.
TAGS: BEXP, PINR, NU
To: COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/cdcc428c-c288-dd11-92da-001cc4696bcc
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Declassified/Released
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